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STATE OF DELAWARE
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DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, December 2, 2010 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES FOR APPROVAL	

MEMBERS PRESENT

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding
Doug Doyle, Kent County, Professional Member
Karen Hamilton, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Tim Riale, Professional Member
Dee Hake DeMolen, Kent County, Professional Member
John Tarburton, Sussex County, Public Member
Elaine Woerner, New Castle County, Professional Member
Donna Klimowicz, New Castle County, Professional Member (9:32 a.m. to 10:33 a.m.)

MEMBERS ABSENT

Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson
Frani Melda, Kent County, Professional Member

DIVISION STAFF

Gayle Melvin, Administrative Specialist III

ALSO PRESENT

Karen Alleva, NCCBOR
Vincent White, Chairman, Real Estate Commission

CALL TO ORDER

Mr. Tims called the meeting to order at 9:32 a.m. Ms. Klimowicz was welcomed to the Committee.

REVIEW OF MINUTES

A motion was made by Ms. Hamilton, seconded by Mr. Tarburton, to approve the November 4, 2010 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Review Draft Regarding Proposed Changes to CE Requirements for First Time Salespersons

Ms. DeMolen reported that the Subcommittee had met on November 16, 2010. The Subcommittee agreed that newly licensed salespersons would need to complete five required courses within a year of obtaining their license. The courses would be: agency and fair housing, ethics, agreement of sale, other documents and contemporary issues/hot topics. Each course would be three hours. Ms. DeMolen also reported that the other licensees would also be required to complete these five courses plus fifteen elective courses. The Subcommittee will be meeting again on December 9, 2010.

Discussion Regarding the Revision of the Broker's Core Course from the Subcommittee Meeting

Mr. Riale reported that the Subcommittee meeting scheduled for December 3, 2010 was cancelled due to Ms. Williams being out of the office. The next meeting will be held on December 17, 2010. This will be an all day meeting to finalize the outline and to present it to the Committee at the January meeting. Mr. Riale reported that the case studies would come from court cases and real life examples. The CIS will be discussed in Core Module 1. The Subcommittee voted against splitting the fair housing/agency module. The Subcommittee felt that three hours would be sufficient for the Ethics Module. The Subcommittee is working on a more detailed definition as to what contemporary issues would include. Mr. Riale also reported that the Bonus Module would explain that all commissions must go through the broker and it is the broker's responsibility to establish an office policy. It was the Subcommittee's decision that 21 total hours of continuing education would be required, 15 hours would be mandatory with 6 hours of elective courses. The name of the Ethics Module was changed to Professional Standards.

CE Audit Review

The Committee reviewed the continuing education documentation that was submitted by a licensee who was selected for random audit. Results of the audit review and the Committee's recommendations will be forwarded to the Real Estate Commission for review and further action.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

The Subcommittee reviewed the letter of intent from Delaware School of Real Estate to offer the course "Short Sales & Foreclosures" on November 16, 2010 with William Ward as the instructor. A motion was made by Mr. Riale, seconded by Ms. Reagan to recommend to the Real Estate Commission to deny this course because Mr. Ward is not approved to teach this course. Motion unanimously carried.

The Subcommittee reviewed the letter of intent from Kent County Association of Realtors to offer the course "Professionalism in Real Estate Practice on December 15, 2010 with Gene Millman as the instructor. The Education Committee decided to recommend to the Real Estate Commission to deny this course because Mr. Millman is not approved to teach this course. Motion unanimously carried.

The Subcommittee reviewed the letter of intent from New Castle Board of Realtors to offer the course "Short Sales & Foreclosure" on November 15, 2010 with Bill Ward as the instructor. The Education Committee decided to recommend to the Real Estate Commission to deny this course because Mr. Ward is not approved to teach this course.

The Subcommittee reviewed the letter of intent from Ward & Taylor to offer the course "Practical Tips for Listing Agents" on December 7, 2010 with Nancy Law as the instructor. The Education Committee decided to recommend to the Real Estate Commission to deny this course because Ms. Law is not approved to teach this course.

A motion was made by Ms. Reagan, seconded by Ms. DeMolen, to accept the remainder of the letters of intent and course evaluations as submitted. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Mr. Tarburton, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below. Motion unanimously carried.

4.2.1 Course Provider: Delaware School of Real Estate

4.2.1.1	Course Title:	New Agency Law - The Why's, How's and Wherefores Approved
	Credit Hours:	3

4.2.2 Course Provider: Sussex County Association of REALTORS

4.2.2.1	Course Title:	Home Inspections 101 Approved
	Credit Hours:	3
4.2.2.2	Course Title:	Collecting on Judgments for Debts Approved
	Credit Hours:	3
4.2.2.3	Course Title:	Blueprint for Success Approved
	Credit Hours:	3
4.2.2.4	Course Title:	How to Recover from a Flood Approved
	Credit Hours:	3
4.2.2.5	Course Title:	Perfecting your Listing Presentation Approved
	Credit Hours:	3
4.2.2.6	Course Title:	Legislative Update Approved
	Credit Hours:	3

4.2.3 Course Provider: Delaware Chapter, National Association of Housing & Redevelopment Officials

4.2.3.1	Course Title:	Fair Housing Amendments Act of 1988 Approved
	Credit Hours:	3

4.2.4 Course Provider: Association of Realtors School

4.2.4.1	Course Title:	Green Designation Approved
	Credit Hours:	12

4.2.5 Course Provider: The Frederick Academy of Real Estate

4.2.5.1	Course Title:	Legislative Updates 2010 Approved
	Credit Hours:	3

*4.2.6 Course Provider: The CE Shop, Inc.

4.2.6.1	Course Title:	Certified Short Sale Agent Approved
	Credit Hours:	6

Review of Instructor Applications

A motion was made by Ms. DeMolen, seconded by Ms. Hamilton, to recommend to the Real Estate Commission approval, denial and tabling of the following items as noted below.

Susan Umstead-Approved to Teach Professional Enhancement Only

Continuing Education: IRC Section 1031 Tax Deferred Exchange

Correspondence

Review Continuing Education Extension Request from Esther Paul

The Committee reviewed the letter from Esther Paul requesting additional time to complete her continuing education. Ms. Paul had completed 9 hours of continuing education during the 2008 – 2010 licensure period. A motion was made by Ms. Hamilton, seconded by Mr. Riale, to deny the request and schedule Ms. Paul for a rule to show cause hearing. Motion unanimously carried.

Other Business Before the Committee (for discussion only)

Mr. Riale provided Ms. Melvin with information regarding a Code of Ethics. This information will be sent to Committee members for review. The Committee would like this item to be placed on the January agenda to being the process of possibly developing a draft for the Delaware Code of Ethics.

Public Comment

Ms. Alleva asked for clarification about the Committee's recommendation to deny the course "Short Sales & Foreclosures" offered by the NCCBOR.

Mr. White suggested sending another letter to course providers reminding them about their course provider responsibilities.

Mr. White advised Committee members that they can attend any course to observe free of charge.

Next Scheduled Meeting

The next meeting will be held on Thursday, January 6, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. DeMolen made a motion, seconded by Ms. Woerner, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:45 a.m.

Respectfully submitted,

Gayle L. Melvin
Administrative Specialist III